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### UTILITY PATENT APPLICATION **TRANSMITTAL**

Attorney Docket No. BRM0002 First Inventor or Application Identifier Donald L. Glick See 1 in Addendum

Only for new I	nonprovisional applications under 37 C.F.R. § 1.53(b))	ess man caper No. E	L 415 382 25.	3 US	<u>ئەت</u> ـــ
· ·	APPLICATION ELEMENTS napter 600 concerning utility patent application contents	ADDRESS T	Assistant Co O: Box Patent a Washington		22 U
1.	Fee Transmittal Form (e.g., PTO/SB/17)  ubmit an original and a duplicate for fee processing)  pecification  referred arrangement set forth below)  Descriptive title of the Invention  Cross References to Related Applications  Statement Regarding Fed sponsored R & D  Reference to Microfiche Appendix  Background of the Invention  Brief Summary of the Invention  Brief Description of the Drawings (if filed)  Detailed Description  Claim(s)  Abstract of the Disclosure  awing(s) (35 U.S.C. 113) [Total Sheets 59]	6. Nucleotide and (if applicable, a	ne Computer Prod/or Amino Acid all necessary) Computer Reada Paper Copy (idenstatement verifying PANYING APP Tent Papers (cov. R.§3.73(b) Stater tere is an assignation Docution Disclosure	ogram (Appendix) Sequence Submission ble Copy tical to computer copy) ng identity of above copies PLICATION PARTS er sheet & document(s)) ment Power of Attorney ument (if applicable) Copies of IDS	S
4. Oath or I a. b.  **NOTE FOR FEES, A SMA	Declaration [Total Pages 5]  X Newly executed (original or copy)  Copy from a prior application (37 C.F.R. § 1.63 (for continuation/divisional with Box 16 completed)  i. DELETION OF INVENTOR(S) Signed statement attached deleting inventor(s) named in the prior application see 37 C.F.R. §§ 1.63(d)(2) and 1.33(b).  ITEMS 1 & 13 IN ORDER TO BE ENTITLED TO PAY SMALL ENTITY ALL ENTITY STATEMENT IS REQUIRED (37 C.F.R. § 1.27), EXCEPT ID IN A PRIOR APPLICATION IS RELIED UPON (37 C.F.R. § 1.28).	11. Prelimina  12. X Return F (Should  13. Stateme (PTO/SB/ Certified (if foreign  15. Other:	nt(s) Star 09-12) Star Copy of Priority or priority is claim	(MPEP 503) emized) tement filed in prior applic tus still proper and desired Document(s) ned)	
Prior app For CONTINU under Box 4t	NTINUING APPLICATION, check appropriate box, and sometime on the policetion information. Examiner  JATION or DIVISIONAL APPS only: The entire disclosure on the incorporation can only be relied upon when a portion	CIP) of prior appli G of the prior application, ying continuation or div has been inadvertently	cation No <sup>-</sup> roup / Art Unit <sup>-</sup> from which an oa isional application	_/ th or declaration is supplie n and is hereby incorporate	d by
	17. CORRESPOND	ENCE ADDRESS_			
Custom	ner Number or Bar Code Labe! (Insert Customer No. or Att	ach bar code label here)	or 🗵 Con	respondence address below	
Name	Kevin R. Erdman				
	Baker & Daniels	<del></del>			
Address	Suite 2700		<del>_</del>		<u> </u>
	300 N. Meridian Street	<del></del>	<del></del>	. <del> </del>	
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Signature	· X.R.M.		Date	31 Oct 00	1

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### Attachment to PTO/SB/05 (4/98) Utility Patent Application Transmittal

1. MINISTRY SPECIALIZED INSURANCE TRANSACTION OBJECT ORIENTED SYSTEM AND METHOD.



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FEE TRANSMITTAL	Complete if Known			
	Application Number			
for FY 2000	Filing Date		_	
Patent fees are subject to annual revision.	First Named Inventor	Donald L. Glick		
nall Entity payments <u>must</u> be supported by a small entity statement, therwise large entity fees must be paid. See Forms PTO/SB/09-12.	Examiner Name		_	
See 37 C.F.R. §§ 1.27 and 1.28.	Group / Art Unit			
TOTAL AMOUNT OF PAYMENT (\$) 710 00	Attorney Docket No.	BRM0002	7	

METHOD OF PAYMENT (check one)	FEE CALCULATION (continued)					
1. The Commissioner is hereby authorized to charge indicated fees and credit any overpayments to.	Large EntitySmall Entity					
Deposit	Fee Cod		Fee Cod	Fee (\$)	Fee Description	Fee Paid
Account Number	105	130	205	65	Surcharge - late filing fee or oath	0.00
Deposit Account	127	50	227	25	Surcharge - late provisional filing fee or cover sheet.	0.00
Name Baker & Daniels	139	130	139	130	Non-English specification	0.00
Charge Any Additional Fee Required	147	2,520		2.520	For filing a request for reexamination	0.00
LX Under 37 CFR §§ 1 16 and 1 17	112	920*		920*	Requesting publication of SIR prior to Examiner action	0.00
2. X Payment Enclosed: X Check Order Other	113	1,840*	113	1,840*	Requesting publication of SIR after Examiner action	0.00
FEE CALCULATION	115	110	215	55	Extension for reply within first month	0.00
1. BASIC FILING FEE	116	380	216	190	Extension for reply within second month	0.00
Large Entity Small Entity	117	870	217	435	Extension for reply within third month	0.00
Fee Fee Fee Fee Description	118	1,360	218	680	Extension for reply within fourth month	0.00
104 600 204 345 Libibi films for	128	1,850	228	925	Extension for reply within fifth month	0.00
106 310 206 155 Design filing fee 710,00	119	300	219	150	Notice of Appeal	0.00
107 480 207 240 Plant filing fee	120	300	220	150	Filing a brief in support of an appeal	0.00
108 690 208 345 Reissue filing fee	121	260	221	130	Request for oral hearing	0.00
114 150 214 75 Provisional filing fee	138	1,510	138	1,510	Petition to institute a public use proceeding	0.00
710.00	140	110	240	55	Petition to revive - unavoidable	0.00
SUBTOTAL (1) (\$) 710.00	141	1,210	241	605	Petition to revive - unintentional	0.00
2. EXTRA CLAIM FEES Fee from	1	1,210	242	605	Utility Issue fee (or reissue)	0.00
Extra Claims below Fee Paid	143	430	243		Design issue fee	0.00
Total Claims 12 -20** = 0 × 18 = 0	144	580	244	290	Plant issue fee	0.00
Independent 3 - 3** = X 78 = Multiple Dependent	122 123	130 50	122 123	130	Petitions to the Commissioner	0.00
**or number previously paid, if greater, For Reissues, see below	123		126	50	Petitions related to provisional applications	0.00
Large Entity Small Entity	1	240		240	Submission of Information Disclosure Stmt	0.00
Fee Fee Fee Fee Description Code (\$) Code (\$)	581	40	581	40	Recording each patent assignment per property (times number of properties)	0.00
103 18 203 9 Claims in excess of 20	146	690	246	345	Filing a submission after final rejection (37 CFR § 1 129(a))	
102 78 202 39 Independent claims in excess of 3	149	690	249	345	For each additional invention to be	0.00
104 260 204 130 Multiple dependent claim, if not paid					examined (37 CFR § 1 129(b))	0.00
109 78 209 39 ** Reissue independent claims over original patent	Other	fee (sp	ecify)			0.00
110 18 210 9 ** Reissue claims in excess of 20 and over original patent	Other	fee (sp	ecify)			0.00
SUBTOTAL (2) (\$) 0.00	O.00 Reduced by Basic Filing Fee Paid SUBTOTAL (3) (\$) 0.00					
SUBMITTED BY Complete (if applicable)						
Name (Print/Type) Kevin R. Erdman Registration No. (Attorney/Agent) 33,687 Telephone 317-569-4621						
Signature Date 31 Date 000						

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WARNING:

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### MINISTRY SPECIALIZED INSURANCE TRANSACTION OBJECT ORIENTED SYSTEM AND METHOD

### BACKGROUND OF THE INVENTION

### 1. Field of the Invention.

The invention relates to quoting, proposing, and contracting insurance policies for property and casualty coverages. More specifically, the field of the invention is that of a network based quoting and contracting system providing such coverages for ministries and church type organizations.

### 2. Description of the Related Art.

Insurance companies offer insurance policies for covering potential liabilities or damages relating to property and casualty events. Such insurance companies either operate through agents who act on behalf of customers to obtain policies, or interact directly with customers in issuing policies. For companies that market their products through agents, the agents are either dedicated employees or independent agency organizations, and they interact with potential purchasers of the insurance policies. Typically, an insurance agent elicits information from the potential purchaser and sends that quote information to the insurance company for a quote. The quote information is less than the total amount of information needed to underwrite the policy, but includes sufficient information to calculate a commercially reasonable estimate of the final policy cost. The insurance company uses

the quote information to calculate the likely cost or range of costs for the policy, and provides that information to agent to convey to the potential purchaser.

Once the potential purchaser decides to continue the insurance application process, the agent then needs to obtain further information to complete an insurance application and submit it to the insurance company. The insurance company applies its policy rate calculations to all the information obtained from the potential customer and prepares a final insurance policy document. This document may include one or more blanks for pieces of information unrelated to the rate calculation but needed to create the insurance contract with the potential purchaser. Only after completing the final insurance policy document and obtaining the necessary signatures does the policy come into effect. For companies that market insurance directly to the customer, information needed to issue the policy is obtained directly from the potential customer. A quote containing the insurance cost is conveyed directly back to the customer without the involvement of any agent or other intermediary.

This process of quoting and completing the insurance policy is well known in the insurance industry, and involves several potentially cumbersome steps of data entry, communication, and calculation. Each of these steps may be subject to interruption or delay, and each may or may not be tailored to specific insurance needs. One general insurance need is that of property and casualty insurance, which protects an organization from random damages and potential legal liability for casualty losses to other parties. In order for an insurance company to properly assess a potential purchaser, many pieces of information relating to the property and potential liabilities of the organization need to be collected and analyzed. Further, for certain types of potential purchasers, the special

situations of those potential purchasers need to be accounted for in the quoting and rate calculation process.

One example of a special situation is that of ministries and similar organizations.

Typically, churches and other religiously affiliated institutions have physical properties and a wide variety of activities, and thus have many potential areas where the risk of liability is significant. In order to assess those risks, more particular types of information need to be gathered. Additionally, the potential purchasers may have several liability concerns which require very specific insurance coverage. Churches and other religiously affiliated institutions require specialized coverages to efficiently address the ministry-focused nature of these entities. Such coverages include, but are not limited to, the following: membership emotional injury, student emotional injury, clergy ordination/placement, sexual acts, counseling acts, religious communication, religious activity, discriminatory acts, Christian school and college coverages, Christian camp coverages, church transportation, foreign mission operations, as well as other ministry-specific coverages. In addition to these ministry-specific coverages, standard property, liability, automobile, and workers' compensation coverage are also provided.

The conventional process of gathering data and calculating quotes and rates is even more cumbersome for special situations than with a more typical business insurance policy. Further, because much of this data gathering for ministry-related insurance policies requires such non-standard information, conventional processes may not fully support the type of inquiries needed.

### SUMMARY OF THE INVENTION

The present invention is a religious institution insurance transaction system and method which allows for quoting, rate determination, and policy creation by an automated series of data gathering which may be accomplished over a computer network. The system utilizes a series of predetermined initial inquiries about the desired ministry insurance, and based on responses to those initial inquiries generates additional inquiries to complete the data needed to assess a ministry insurance situation.

The present invention, in one form, relates to a method for developing a quote for an insurance policy. The agent or potential customer using the system provides information about the scope of ministry operations, premises and property owned and liability limits sought, the types of specific coverage desired, and other rating and underwriting information. This information is gathered and transmitted to the central office where a rating process is used to develop a rate, constituting an accumulation factor based on the quote data. The quote can be derived from newly entered information or an existing policy can be used as a template; or alternatively, information can be taken from another draft quote. Quotes once entered are available for review and/or editing remotely by the agent, or locally by home office personnel.

The present invention, in another form, is a method for creating a policy application from a quote. Upon the agent's or potential customer's designation, data associated with a quote is extracted and used for building an application. The application is tailored (fields are pre-filled) based upon the quote information. Following processing, the policy and premium billing will be issued.

Further aspects of the present invention involve printing quotes and applications in the agent's office and the development of insurance proposals for presentation to potential customers. These proposals can incorporate a reference or link to information describing in detail the insurance coverages listed in the proposal.

Another aspect of the invention relates to a machine-readable program storage device for storing encoded instructions for a method of quoting, rating, and saving quote information for ministry-related insurance transactions through a web based interface according to the foregoing method.

The invention further incorporates an automated underwriting process in which a set of specific questions are asked of the agent or potential ministry customer, and, based on the response to these questions, a policy can be rated and issued to the ministry without the need for human intervention.

Other advantages of the invention include decreased home office data entry, increased accuracy due to less redundant data entry, increased speed of delivery of information due to the elimination of mail service from the process, and increased efficiency.

### BRIEF DESCRIPTION OF THE DRAWINGS

The above mentioned and other features and objects of this invention, and the manner of attaining them, will become more apparent and the invention itself will be better understood by reference to the following description of an embodiment of the invention taken in conjunction with the accompanying drawings, wherein:

Figure 1 is a process flow of one embodiment of the method of the present invention.

Figure 2A is a screen display of the Brotherhood Mutual home page.

Figure 2B is a screen display of the Brotherhood Mutual login page.

Figure 2C is a screen display of the Brotherhood Mutual Agent Access system welcome page.

Figure 3A is a screen display of Account Center list screen.

Figure 3B is a screen display showing the detail of an account.

Figures 4A-4L are screen displays showing the data associated with a quote.

Figures 5A-5E depict the screen displays showing the detail of a rated quote.

Figures 6A-6C depict screen displays associated with the General Information relating to a policy application.

Figures 6D-6E depict screen displays showing an example of a new entry for a coverage category having no previous information in a policy application.

Figures 6F-6I depict screen displays associated with the Insurance History coverage category in a policy application.

Figures 6J depict screen displays associated with the Property Coverages coverage category in a policy application.

Figures 7A-7G depict screen displays associated with the Building and Coverages coverage category showing its sub-categories in a policy application.

Figures 8A-8C depict screen displays associated with the Inland Marine coverage category in a policy application.

Figures 9A-9B depict screen displays associated with a coverage category, in this case, Liability Coverages, needing additional information in a policy application.

Figures 10A-10C depict screen displays associated with the Clergy Coverages coverage category in a policy application.

Figure 11 depict screen displays showing a second example of a new entry for a coverage category having no previous information in a policy application.

Figures 12A-12C depict screen displays associated with the supplementary information for the Church Profile category in a policy application.

Figures 12D-12H depict screen displays associated with the supplementary information for the Liability Risk category in a policy application.

Figure 13 is a screen display listing the actions available to the agent at the policy application stage of the process of the current invention.

Corresponding reference characters indicate corresponding parts throughout the several views. Although the drawings represent embodiments of the present invention, the drawings are not necessarily to scale and certain features may be exaggerated in order to better illustrate and explain the present invention. The exemplification set out herein illustrates an embodiment of the invention, in one form, and such exemplifications are not to be construed as limiting the scope of the invention in any manner.

### **DESCRIPTION OF THE PRESENT INVENTION**

The embodiment disclosed below is not intended to be exhaustive or limit the invention to the precise form disclosed in the following detailed description. Rather, the embodiment is chosen and described so that others skilled in the art may utilize its teachings.

The detailed descriptions which follow are presented in part in terms of algorithms and symbolic representations of operations on data bits within a computer memory

representing alphanumeric characters or other information. These descriptions and representations are the means used by those skilled in the art of data processing arts to most effectively convey the substance of their work to others skilled in the art.

An algorithm is here, and generally, conceived to be a self-consistent sequence of steps leading to a desired result. These steps are those requiring physical manipulations of physical quantities. Usually, though not necessarily, these quantities take the form of electrical or magnetic signals capable of being stored, transferred, combined, compared, and otherwise manipulated. It proves convenient at times, principally for reasons of common usage, to refer to these signals as bits, values, symbols, characters, display data, terms, numbers, or the like. It should be borne in mind, however, that all of these and similar terms are to be associated with the appropriate physical quantities and are merely used here as convenient labels applied to these quantities.

Some algorithms may use data structures for both inputting information and producing the desired result. Data structures greatly facilitate data management by data processing systems, and are not accessible except through sophisticated software systems. Data structures are not the information content of a memory, rather they represent specific electronic structural elements which impart a physical organization on the information stored in memory. More than mere abstraction, the data structures are specific electrical or magnetic structural elements in memory which simultaneously represent complex data accurately and provide increased efficiency in computer operation.

Further, the manipulations performed are often referred to in terms, such as comparing or adding, commonly associated with mental operations performed by a human operator. No such capability of a human operator is necessary, or desirable in most cases, in

any of the operations described herein which form part of the present invention; the operations are machine operations. Useful machines for performing the operations of the present invention include general purpose digital computers or other similar devices. In all cases the distinction between the method operations in operating a computer and the method of computation itself should be recognized. The present invention relates to a method and apparatus for operating a computer in processing electrical or other (e.g., mechanical, chemical) physical signals to generate other desired physical signals.

The present invention also relates to an apparatus for performing these operations. This apparatus may be specifically constructed for the required purposes or it may comprise a general purpose computer as selectively activated or reconfigured by a computer program stored in the computer. The algorithms presented herein are not inherently related to any particular computer or other apparatus. In particular, various general purpose machines may be used with programs written in accordance with the teachings herein, or it may prove more convenient to construct more specialized apparatus to perform the required method steps. The required structure for a variety of these machines will appear from the description below.

The present invention deals with "object-oriented" software, and particularly with an "object-oriented" operating system. The "object-oriented" software is organized into "objects", each comprising a block of computer instructions describing various procedures ("methods") to be performed in response to "messages" sent to the object or "events" which occur with the object. Such operations include, for example, the manipulation of variables, the activation of an object by an external event, and the transmission of one or more messages to other objects.

Messages are sent and received between objects having certain functions and knowledge to carry out processes. Messages are generated in response to user instructions, for example, by a user activating an icon with a "mouse" pointer generating an event. Also, messages may be generated by an object in response to the receipt of a message. When one of the objects receives a message, the object carries out an operation (a message procedure) corresponding to the message and, if necessary, returns a result of the operation. Each object has a region where internal states (instance variables) of the object itself are stored and where the other objects are not allowed to access. One feature of the object-oriented system is inheritance. For example, an object for drawing a "circle" on a display may inherit functions and knowledge from another object for drawing a "shape" on a display.

A programmer "programs" in an object-oriented programming language by writing individual blocks of code each of which creates an object by defining its methods. A collection of such objects adapted to communicate with one another by means of messages comprises an object-oriented program. Object-oriented computer programming facilitates the modeling of interactive systems in that each component of the system can be modeled with an object, the behavior of each component being simulated by the methods of its corresponding object, and the interactions between components being simulated by messages transmitted between objects.

An operator may stimulate a collection of interrelated objects comprising an object-oriented program by sending a message to one of the objects. The receipt of the message may cause the object to respond by carrying out predetermined functions which may include sending additional messages to one or more other objects. The other objects may in turn carry out additional functions in response to the messages they receive,

including sending still more messages. In this manner, sequences of message and response may continue indefinitely or may come to an end when all messages have been responded to and no new messages are being sent. When modeling systems utilizing an object-oriented language, a programmer need only think in terms of how each component of a modeled system responds to a stimulus and not in terms of the sequence of operations to be performed in response to some stimulus. Such sequence of operations naturally flows out of the interactions between the objects in response to the stimulus and need not be preordained by the programmer.

Although object-oriented programming makes simulation of systems of interrelated components more intuitive, the operation of an object-oriented program is often difficult to understand because the sequence of operations carried out by an object-oriented program is usually not immediately apparent from a software listing as in the case for sequentially organized programs. Nor is it easy to determine how an object-oriented program works through observation of the readily apparent manifestations of its operation. Most of the operations carried out by a computer in response to a program are "invisible" to an observer since only a relatively few steps in a program typically produce an observable computer output.

In the following description, several terms which are used frequently have specialized meanings in the present context. The term "object" relates to a set of computer instructions and associated data which can be activated directly or indirectly by the user. The terms "windowing environment", "running in windows", and "object oriented operating system" are used to denote a computer user interface in which information is manipulated and displayed on a video display such as within bounded regions on a raster scanned video

display. The terms "network", "local area network", "LAN", "wide area network", or "WAN" mean two or more computers which are connected in such a manner that messages may be transmitted between the computers. In such computer networks, typically one or more computers operate as a "server", a computer with large storage devices such as hard disk drives and communication hardware to operate peripheral devices such as printers or modems. Other computers, termed "workstations", provide a user interface so that users of computer networks can access the network resources, such as shared data files, common peripheral devices, and inter-workstation communication. Users activate computer programs or network resources to create "processes" which include both the general operation of the computer program along with specific operating characteristics determined by input variables and its environment.

The term "Browser" refers to a program which is not necessarily apparent to the user, but which is responsible for transmitting messages between the workstation and the network server and for displaying and interacting with the network user. Browsers are designed to utilize a communications protocol for transmission of text and graphic information over a world wide network of computers, namely the "World Wide Web" or simply the "Web". Examples of Browsers compatible with the present invention include the Navigator program sold by Netscape Corporation and the Internet Explorer sold by Microsoft Corporation (Navigator and Internet Explorer are trademarks of their respective owners). Although the following description details such operations in terms of a graphic user interface of a Browser, the present invention may be practiced with text based interfaces, or even with voice or visually activated interfaces, that have many of the functions of a graphic based Browser.

Browsers display information which is formatted in a Standard Generalized Markup Language ("SGML") or a HyperText Markup Language ("HTML"), both being scripting languages which embed non-visual codes in a text document through the use of special ASCII text codes. Files in these formats may be easily transmitted across computer networks, including global information networks like the Internet, and allow the Browsers to display text, images, and play audio and video recordings. The Web utilizes these data file formats in conjunction with its communication protocol to transmit such information between servers and workstations. Browsers may also be programmed to display information provided in an eXtensible Markup Language ("XML") file, with XML files being capable of use with several Document Type Definitions ("DTD") and thus more general in nature than SGML or HTML. The XML file may be analogized to an object, as the data and the stylesheet formatting are separately contained (formatting may be thought of as methods of displaying information, thus an XML file has data and an associated method).

One version of the present invention will be described with reference to the process flow depicted in **Figure 1**. Each step in the process flow represents a sub element of the overall business method of the present invention. The diagram generally represents the necessary events, communications and information transfers necessary to accomplish the subject business method. Some events are customarily performed at the agent's site while others are performed at the insurance company's site. However, in general, no significance should be attributed the physical location of a particular event. Similarly, actions designated as being performed by an agent may also generally be performed by a customer or potential customer. Any item strictly limited to an agent will be so designated in this discussion.

The process begins with an agent sign in as indicated at step S10. Here, the agent or potential customer connects to the Brotherhood Mutual web site using a standard web browser. This can be accomplished by connecting to the internet through the agent's internet service provider (ISP), by direct connection to the company's network, or other means provided by the company. When the connection to the insurance company's web site is accomplished, the insurance company's home page, shown in Figure 2A, is presented on the agent's or potential customer's workstation. The agent selects the option "For Agents" from the menu bar 200 to proceed. The potential customer selects the option "Customer Quote". For agents, this is followed by the display in Figure 2B, where the agent enters his Agent ID and password into the data boxes 210 in Figure 2B. Upon entering this information and selecting the login button 215, the login information is transmitted from the workstation and received by the insurance company's server.

At step S20, authentication of the user takes place. The insurance company maintains a user directory on the home office computer. The user's ID and password are verified against this directory. If the user ID and password are valid, the welcome screen in Figure 2C is displayed on the user's workstation at step S30 in Figure 1. The user is also identified as an agent or potential customer during the verification of the ID. The display in Figure 2C includes a list of menu options 220 available to the agent. Through the menu, the agent will select "Account Center" from the menu to work on an existing case or start a new case. This selection is made at step S40, whereupon the screen in Figure 3A is presented, which shows the agent's current account list. This includes a list of client accounts 310 for whom there is ongoing activity. At this point, the agent can work on an

existing account by selecting one of the accounts displayed or the agent can create a new account by selecting the "New Account" button from the tab line 300.

If the agent selects an existing account from the account list 310, the screen in

Figure 3B is displayed. The agent can then edit the account information by selecting "Edit

Account" from the tab line 320 or the agent can view or edit quote information by selecting
an entry from the quote menu 330, corresponding to step S40 in Figure 1. A new account
can also be started from this screen by selecting "New Account" from tab line 320. When

"New Account" is selected, from this screen or from Figure 3A, the screen of Figure 3B is

presented with the account information fields blank. The agent first supplies account
information for the new client after which he could proceed with generating a quote by
selecting an entry from the quote menu 330, again corresponding to step S40 in Figure 1.

After selecting the quoting option at step S40, the agent is presented with the screens shown in Figures 4A - 4L which represent the various pages of a quote. Figures 4I-4L show the "Liability Details" associated with the "Liability" coverage category. Figures 4I-4L reflect the detail including special information that would be required if all the liability coverages are selected.

If the agent is working on a new account, or if no quote has been generated for an existing account, the data fields on the forms will be blank and available for input of new information. Otherwise, the existing quote information is displayed. The various pages are displayed in response to the agent's selection from the tab line 400 in Figure 4A. The tabs, Policy, Property, Locations, Liability, and Clergy, from tab line 400 represent the subcategories of information that when taken together form the basis for a quote and later an insurance policy.

Churches and other religiously affiliated institutions require specialized coverages to efficiently address the ministry-focused nature of these entities. Such coverages include, but are not limited to, the following: membership emotional injury, student emotional injury, clergy ordination/placement, sexual acts, counseling acts, religious communication, religious activity, discriminatory acts, Christian school and college coverages, Christian camp coverages, church transportation, foreign mission operations, as well as other ministry-specific coverages. In addition to these ministry-specific coverages, standard property, liability, automobile, and workers' compensation coverage are also provided.

When the agent selects "new quote", the agent must go to each page entering the appropriate information for that page. When the agent selects an existing quote to be used as a template, the agent goes to each page making appropriate changes. After the data entry is completed in the case of a new quote, or the necessary changes have been made to create a new quote from an existing entry, the agent can save the changes as a new quote as indicated at step S50 in Figure 1. The quote data is saved on the web server and a copy is also prepared for transmission to the insurance company's server performing the rating process. It should be kept in mind that the client workstations, web servers, and the insurance company's home office computers can be different platforms. For instance, in the present implementation of the invention, Lotus Notes operates on the web server accessed from the client workstations (Lotus Notes is a registered trademark of Lotus Development Corporation of Cambridge, Massachusetts), while an AS400 computer is used for data processing and storage at the insurance company office (AS400 is a registered trademark of IBM Corporation of Armonk, New York).

For potential customers who seek to obtain a quote through this process, information relating to the ministry (property and/or operations) is requested, after which steps S60, S70, and S80 described below occur, and the policy premium is displayed.

Referring again to **Figure 1**, at step **S60**, the quote information is pre-processed prior to transmission to the insurance company's office system. This pre-processing can include reformatting appropriate fields, performing data translations, and any other adjustment required for storing the data on a particular platform. For instance, when the agent makes a selection by checking a box or answering "yes" or "no" to a question, this is often translated to a code letter or number that is used in the rate calculation process. When the pre-processing is completed, the quote information is saved on the insurance company computer as indicated at step **S70**. Both the web server copy and the office system copy of the data are available for use by other transactions so that data entry is minimized.

Upon collection of the quote information, the company's rate process can be invoked as indicated at step \$80\$ to calculate insurance rates. Rate processes are known in the art and are customizable for particular types of coverage. The rate process can develop proposed rates based on an accumulation of the data in the various sub-categories of the quote information. Once rates are developed, the insurance company files are updated with the rate information at step \$70\$. It should be noted that step \$70\$ can be designed to perform multiple functions of storing new data records and updating existing data records.

Rate calculation is followed by step **S90** where the new rated quote can be displayed and printed. **Figures 5A -5E** depict the display of a rated quote. In one version of the invention, the form of **Figure 5A** is fixed in the upper portion of the display screen while the information of **Figures 5B-5E** can be scrolled in the lower portion of the display screen.

The displays of **Figures 5B-5E** show in detail all of the factors taken from the quote information that became factors in determining the quoted rate. The quoted rate represents an accumulation of these factors and includes such things as coverages selected, coverage limits, valuations, and risks. The command line **500** in **Figure 5A** presents the most commonly used options for the agent's selection for continuing the process. At this point, the agent can review the quote for accuracy and completeness. If any changes or corrections are needed, the agent could select the "Edit Quote" option which follows with step **S100**. Here, the quote forms of **Figures 4A-4H** are displayed again for input much the same as in step **S50** where corrections or additional data are entered in much the same manner as the original quote input information.

When the agent is satisfied with the quote information displayed at step S90, the agent has the option of initiating the creation of a formal proposal at step S110. The proposal is a specially prepared document for presentation to the client containing information about the agency, the insurance company, and a summary presentation of the rated quote. The proposal also can include references or links to information describing the insurance coverage listed in the proposal. The proposal is requested by returning to the account detail screen displayed in Figure 3B. The proposal can be requested at any time after the quote is rated. The proposal cover page is shown in Figure 3C. A complete proposal document is included as Appendix A. The agent will often proceed directly from finished quote to application creation, bypassing creation of the proposal.

A policy application is requested at step **S120** which corresponds to the selection of "Convert to App" from command line **500** in **Figure 5A**. The policy application is created from the quote information and certain items of supporting information including such

things as survey reports or photographs. Scanned images of such documents, or digital photographs, can be attached and transmitted to the insurance company office for inclusion in a policy information file. The user has the option of entering the additional policy supporting information at the time a quote is requested; however, due to the additional data entry, agents tend not to elect this option. Customers or potential customers, on the other hand, may elect this option.

When the supporting information is provided, the policy application is printed as indicated at step S130. Figures 6A-13 provide an example of a typical draft policy application. Information is arranged by category as shown by the coverage category list 600 in Figure 6A. The draft application will also indicate whether there are any errors or missing data that need to be addressed before a policy is issued. Figures 6A-6B show "General Information" data.

Figure 6C displays any errors or missing data associated with this information category, "General Information", in this case. The error display, if any errors exist, is presented when the agent tries to move from one category to another. This feature is characteristic of all the coverage category displays. Figure 6D displays a page for "Mortgagees, Loss Payees, & Additional Insureds". The highlighted category label 620 includes the notation "New Entry" indicating that there has previously been no data entered for this category. Errors are displayed as indicated above with a display similar to that in Figure 6C. However, in situations where no data has been entered, a pop up window, Figure 6E, is presented indicating that any data entered will not be saved if required fields such as the name field, 630 in Figure 6D is not supplied. An example is shown in Figure 6E.

**Figures 6F-6J** are representative displays for the categories "Insurance History" and "Property Coverages".

In some cases a coverage category can expand into multiple sub categories. This is exemplified by the display for "Buildings & Coverages" shown in **Figures 7A-7G.** As indicated by list **700** in **Figure 7A**, this category has been expanded to include the subcategories "Church" and "School". **Figures 7A-7D** are representative of the displays for the "Church" sub-category. **Figures 7E-7G** are representative of the displays for the "School" sub-category. Other religiously-affiliated sub-categories may also be displayed.

**Figures 8A-8C** depict displays for the "Inland Marine" category. Again this represents a category having no information previously entered as indicated by the "New Entry" notation in list **800**. Here also, a pop up window similar to that in **Figure 6E** will appear upon leaving this display without having entered required fields.

**Figures 9A-11** are representative displays for the categories"Liability Coverages", "Clergy Coverages", and File Attachments".

Referring again to **Figure 6A**, tab line **605** contains the tabs "CMP Application",

"Supplemental Forms", and "Actions". The displays depicted in **Figures 6A-11** are all
grouped under the tab "CMP Applications". The "Supplemental Forms" tab allows
additional information to be attached to the policy application. **Figure 12A** appears when
this tab is selected. Again, list **1200** indicates the presence of sub-categories. **Figures 12A -12H** present examples of supplementary information relating to the "Church Profile" and

"Liability Risk Survey" sub-categories. As in the previous examples, error screens as shown
in **Figures 12C and 12H** appear if errors are present when the agent tries to leave these
options. Although not shown, in a similar fashion, supplementary information can be added

for "School/Day Care Profile", "Property Risk Survey", and other ministry-related subcategories.

The last tab, "Actions" displays a list Figure 13 of the actions available to the agent.

While several of the screen displays have been represented by multiple figures, it should be kept in mind that on an actual monitor, these multiple pages are accessed by scrolling through the display rather than actually moving between pages.

Once a policy application has been produced for the agent, the quote from which it is derived can no longer be updated. The agent can, however, select the "Revert to Quote" option from the actions listed in **Figure 13** to change a quote at this stage. If this is done, the agent must submit the quote for rating before any further action can be taken. Once the application is completed and submitted, neither the quote nor the application may be changed.

The quote records are updated to indicate that a draft application has been created.

This is reflected in the quote display of **Figure 3**. When a draft application has been requested, the "Application Status", **310** in **Figure 3**, is updated from "None", indicating that the draft application has not been created, to "Draft" indicating that a draft application has been created.

The process of this invention also provides certain monitoring and reporting capabilities for insurance office personnel. The ability to review existing quote activity and produce various management reports is provided at step **S140**. These functions support the ability of the home office to evaluate, oversee, and manage agent activity to improve profitability of the company. In particular, since all quoting activity takes place on the home office computers, better agency monitoring is provided. Step **S140** provides access to quote

and policy information needed by various groups such as raters to verify that rates are appropriate, appraisers who review valuations, underwriters for approval of coverage, customer service, and others. Management reporting may include such items as quote and policy activity by status, date, premium quoted, customer name, or agency, among others.

At step 150, all prerequisites have been completed and the new insurance policy issues.

This invention also allows for an automated underwriting process in which a series of specific questions are asked in relation to a religiously-affiliated entity. If the responses fall within predetermined parameters, then the policy is rated and issued without human intervention.

Various back office enhancements are possible because of the web based quoting system of the present invention. These include decreased home office data entry, increased accuracy due to less redundant data entry, increased speed of delivery of information due to the elimination of mail service from the process, and increased efficiency. In particular, the ability to edit data during data collection improves the integrity of the quoting and underwriting processes. Management capability is also enhanced through the provision of improved reporting such as quote-to-issue ratio analysis.

While this invention has been described as having an exemplary design, the present invention may be further modified within the spirit and scope of this disclosure. This application is therefore intended to cover any variations, uses, or adaptations of the invention using its general principles. Further, this application is intended to cover such departures from the present disclosure as come within known or customary practice in the art to which this invention pertains.

### WHAT IS CLAIMED IS:

1. A computer network system for generating insurance quotes, rates, and applications, including for ministry-specific coverages, for ministries and religious institutions upon input of information related to such ministries and religious institutions by a user, said computer network system comprising:

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a user computer with a graphic user interface adapted to display an inquiry and receive input information from a user;

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a server computer in network communication with said user computer, said server computer including memory and a plurality of instructions, a first portion of said plurality of instructions enabling said server computer to generate an initial inquiry and send said initial inquiry to said user computer for interaction with the user, with said initial inquiry relating to specifics of a potential ministry or religious institution insurance policy, a second portion of said plurality of instructions enabling said server computer to receive said input information from said user and to generate an additional inquiry and send said additional inquiry to said user computer for interaction with the user, with said additional inquiry being based at least in part on said input information, a third portion of said plurality of instructions enabling said server computer to receive further input information from said user computer and calculate at least one of a quote and a rate for a ministry or religious institution insurance policy, including ministry-specific coverages, based on said input information and said further input information, and a fourth portion of said plurality of instructions enabling said server computer to issue a policy containing ministry-specific coverages and premium billing information based on said input information and said further input information.

2. In a computer, a method of generating ministry or religious institution insurance quotes and rates, including for ministry-specific coverages, upon input of ministry or religious institution related information by a user on a user computer connected to a server computer over a network, said method comprising the steps of:

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generating an initial inquiry on the server computer and sending the initial inquiry to the user computer for interaction with a user, with the initial inquiry relating to specifics of a potential ministry or religious institution insurance policy that includes ministry-specific coverages;

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displaying the initial inquiry on the user computer and receiving input information from the user;

receiving the input information from the user, generating an additional inquiry, and sending the additional inquiry to the user computer for interaction with the user,

with the additional inquiry being based at least in part on the input information;

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receiving further input information from the user computer in response to the additional inquiry and calculating at least one of a quote and a rate for a ministry or religious institution insurance policy containing ministry-specific coverages based on the input information and the further input information; and

issuing said policy containing ministry-specific coverages and related billing information based on said input information and said further input information.

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3. A machine-readable program storage device for storing encoded instructions for a method of quoting, rating, and saving quote information for insurance transactions that

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include ministry-specific coverages through a web based interface, said method comprising the steps of:

collecting quote related input information on a user computer and sending said quote information to a server;

receiving and storing said quote information on said server;

invoking a rate calculator on said server and calculating rates based on said quote information;

storing said calculated rates with said quote information on said server; and displaying and printing a quote document on the user computer based on said quote information and said calculated rates.

4. The method of claim 3 further comprising:

requesting a policy application on said user computer and sending said application request to said server;

compiling policy application data based on said quote information and said calculated rates; and

printing said policy application from said policy application data on said user computer.

5. The method of claim 3 wherein said quote document is displayed and printed on the server.

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- 6. The method of claim 4 wherein said policy application is printed on said server.
- 7. The method of claim 4 wherein changes to said quote information are prohibited after said policy application is requested.
  - 8. The method of claim 4 further including, prior to said requesting step, the step of creating a proposal, said proposal containing links to detailed coverage information.
  - 9. The method of claim 3 further including, prior to said collecting step, the step of authenticating a user.
  - 10. The method of claim 3 further including, after said invoking step, the step of storing said policy application data on said server.
  - 11. The method of claim 10 further including the step of issuing said policy and billing information on said server.
- 12. The method of claim 11 wherein said policy and billing information is issued without human evaluation when said quote information is within a set of predetermined parameters.

### ABSTRACT OF THE DISCLOSURE

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The present invention involves a ministry and religious institution insurance transaction system and method which allows for quoting, rate determination, policy creation and saving quote and policy application information through a web based interface linking a remote insurance agent or potential customer to an insurance company office. The business method of this invention provides for the sign on and authentication of a remote agent or potential customer who is then allowed to request, gather and submit information for quoting an insurance policy. A copy of the quote information is transferred to the insurance company office system where the quote information is supplemented with rate data. The completed quote is then available for display and editing. The rated quote can be used as a basis for generating a proposal referencing coverage descriptions for the client and as the basis for preparation of a policy application. Copies of the quote information are maintained on the web server and the insurance office computer and made available for other functions to minimize data entry and transmission. The invention further incorporates an optional automated underwriting process in which certain underwriting steps are undertaken electronically, and a ministry policy can be issued and the customer billed without the need for human intervention.

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"Brotherhood Mutual" Brotherhood Mutual

Insuring America's churches and related ministries

FOR AGENTS

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About Brotherhood Mutual

# Insurance Programs

Our History, Our Mission, Our Leadership Team, Our Agents, Our Financials

Church, School or Day Care, Camp or Retreat Center, College or University, District or Administrative Office, Mission Agency, Other Ministries, Homeowners, Family Auto

### Resources

Protect Your Ministry, Publications, Article Archive, Additional Resources

### Claims

When a Loss Occurs, Claims Stories, Claims Testimonials

## Ministry First"

Property, Liability, Commercial Vehicle, Workers' Compensation, Excess/Umbrella Liability, Blanket Accident &

## Sickness Passport to Ministry\*\*

America

antiches and

related

Program Highlights, Program Details, Claim Examples, FAQs, Travel Tips, Premium Calculator, Application





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FIG2A

10/19/2000 10:14 AM

# Thsuring Americals ohurches and related ministries

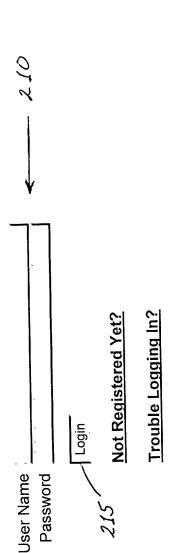
CONTACT US

SITE MAP

This secure portion of our Web site is for authorized and registered Brotherhood Mutual agents and employees. If you are not an authorized agent or employee, please click "Home" above to return to

## **Login Here**

Enter your personal User Name and Password. Please do NOT share your password with others.

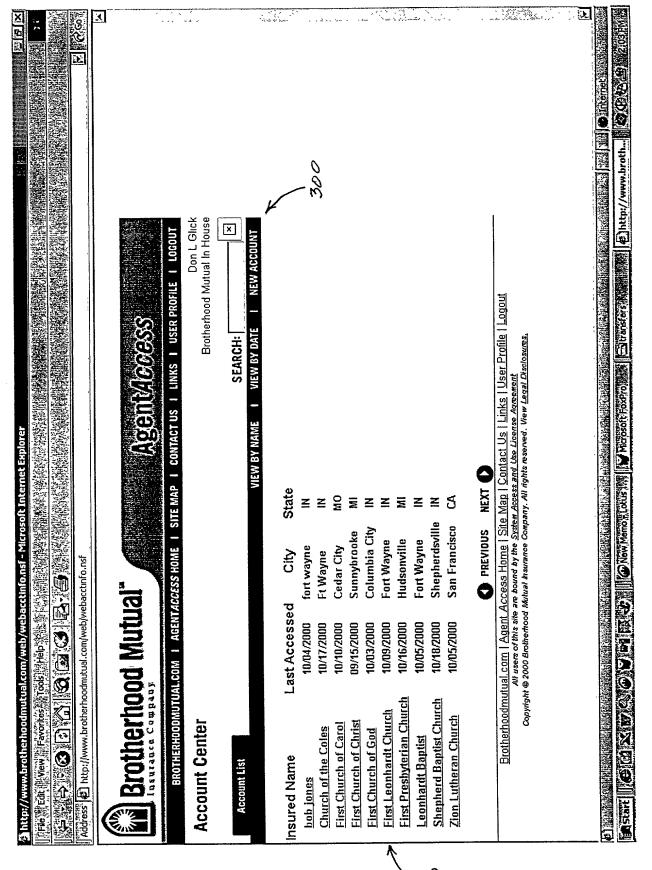


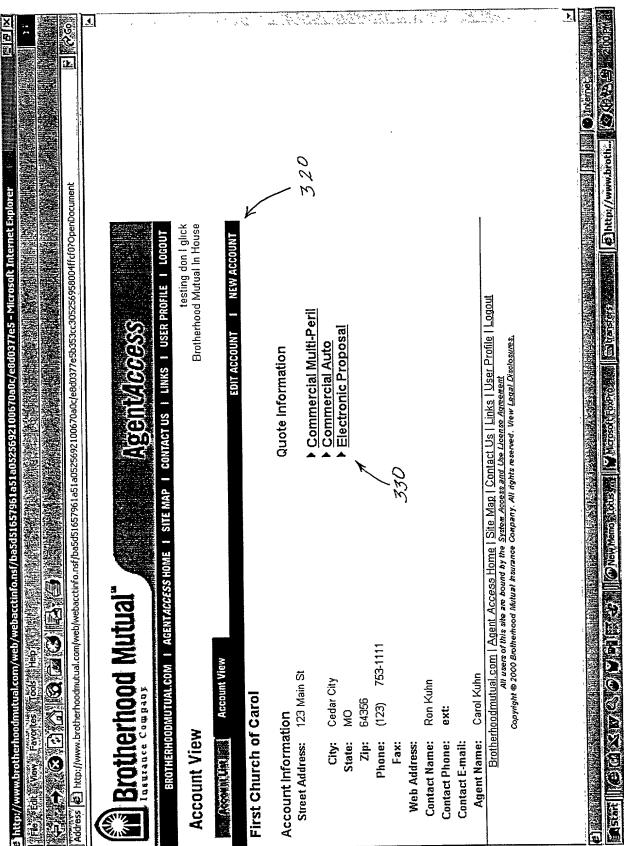
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features of the Brotherhood Mutual Web site constitutes consent to transmit this information; such encryption. Using Brotherhood Mutual's online services constitutes full acceptance of Brotherhood Use of this site involves the electronic transmission of agency and account information. Using the Mutual's System Access and Use License Agreement, and user will be subject to all of the terms, consent is effective at all times when using this site. Brotherhood Mutual supports 40-bit <u>browser</u> conditions, obligations and restrictions of this agreement.

FIG. 2B

10/19/2000 10:14 AM





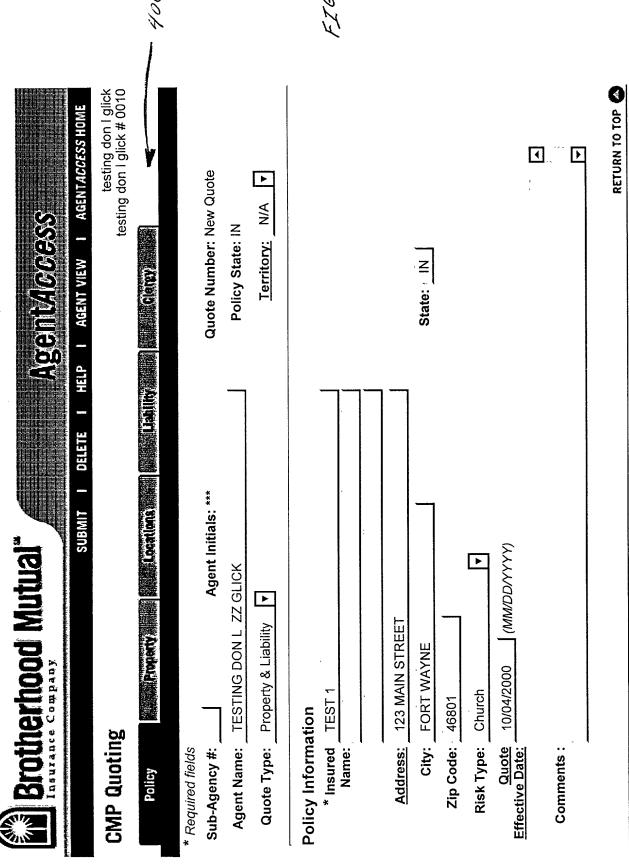


MinistryFirst\*

Insuring America's Churches and Related Ministries

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**Brotherhood Mutual**"

**CMP** Quoting

Property

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HELP I AGENT VIEW I AGENTACCESS HOME

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\* Required fields

TEST 1

die of the second  **New Quote** 

Property Insurance Coverage

Property IRPM (%): 0 | -

Deductible: 500

200 Glass Deductible (\$):

▼ Personal Property: 0 Coverage Format: Scheduled Values Automatic Increase (%/year) - Buildings: 🐪 0

**•** 

(\$5,000 Limit is automatically included in Property Protector)

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0

Theft of Building Materials Additional Limit (\$):

Additional Property Coverage Requests

**Bond Coverage (\$):** | 2,500

Theft of Money & Securities

Additional Limit (\$):

(\$2,000 Limit is automatically included in Property Protector)

Theft Deductible (\$): 100

with Limited Ordinance & Law? Yes Property Protector Endorsement: Yes

2,500 Water Damage Coverage:

Sewer & Drain Backup: Yes

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Brotherhood Mutual - Property

Deductible (\$): 100 ▼	Deductible (\$): 250 ▼	Deductible (\$): 100 ▼	Deductible same as above	Deductible (\$): 50	5% Deductible	Deductible (\$): 100 ▼
Inland Marine Musical Instruments Limit (\$):	Office Equipment Limit (\$): 5000	Computer Equipment Limit (\$):	Computer Data and Media Limit (\$):	Lawn Equipment Limit (\$):	Neon Sign Limit (\$):	Photo Equipment Limit (\$):

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**New Quote** testing don I glick testing don I glick # 0010 DELETE LOCATION DELETE I HELP I AGENT VIEW I AGENTACCESS HOME · Special Perils A ISO Protection 8 \* Address: 123 MAIN STREET Defaults for Risks at this Location **>** <= 1000 E \* County: ALLEN **S**= 5 Locations Y N Special Load? Yes Yes EC Territory: Fire Territory: 1 Brotherhood Mutual Location Information Subscribe to Fire District: Miles To Fire Station: \* Inside City Limits: Feet To Hydrant: Township/Fire District: \* Required fields TEST 1 **CMP Quoting** E Relieu B **123 MAIN STREET**  Add Building Add Location ■ CHURCH

Coinsurance (%): 100

Loss Settlement: Replacement Cost

Building Perils: Special ▼

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AGENT VIEW I AGENTACCESS HOME HELP 1 DELETE **CMP** Quoting

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Property and Locations and Palley

(Jane)

\* Required fields TEST 1

Liability

Thanility Deals

**New Quote** 

**General Liability** 

Liability IRPM (%): 0 Liability Territory: 1

General Occurrence Limit (\$): 1,000,000

General Aggregate Multiplier: 3

Premises Medical Payments Limit (\$): 5,000 [ver person]

Activities to Sq. Ft. Ratio: Average

\* Size Category: High - 6 or more employees

# of Full-time Employees:

# of Part-time Employees:

Other Liability Coverages	Select any other coverages to rate:	Parsonage - No Charge	☐ Fire Legal (Over \$100,000)	✓ Nonowned Property Damage	✓ Special Events Non-Reporting	✓ Nonowned/Rented Vehicle	Sexual Misconduct	i✓ Clergy/Lay Counseling	☐ Fee-Based Counseling	✓ Religious Communications/Activities	✓ Directors And Officers	✓ Employee Benefits	☐ Employment Practices	ing ✓ Discrimination Coverage	✓ Defense Reimbursement	Y Religious Operations Athletic Medical	✓ Wage Loss Reimbursement	Nurse's Professional	•	l 1	☐ Incidental Broadcasting	∵ Clergy Death Benefit			
Liability Classifications	Select all classifications to rate:	<b>Church</b>	Church Building Including On-Premises	Cemetery	Church Office Building	Playgrounds	✓ Mothers Day Out Rated As Day Nursery	Miscellaneous Small Retail Stores	Thrift Shop	☐ Food &/Or Clothing Pantry	☐ Mission Church	Dwellings - One-Family - Lessors Risk	✓ Dwellings - Two-Family - Lessors Risk	☐ Apartment, Tenement, Boarding Or Rooming	Honses	Cemeteries Off Premises	✓ Non-Owned Parking Lot		Vacant Land - 5 Acres Or More	UBuilding Or Premises - Commercial Lessor's	Kisk (pasi Estata Davalonment Droperty	Theal Estate Development Topons	Lakes Of Folias	Contraction of the contraction o	Construction Operations - Owner

FZ6. 49

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testing don I glick testing don I glick # 0010 DELETE CLERGY HELP I AGENT VIEW I AGENTACCESS HOME ADD CLERGY clergy A CONTINUED DELETE Locations & SUBMIT \* Required fields THE REAL PROPERTY. TEST 1 Parlicy France **CMP Quoting** New Clergy

**New Quote** 

CHURCH - Loc 1 Bldg 1 Select Clergy Residence: Clergy Information

**Property Coverage** 

**>** 

Deductible (\$): 250 \* Coverage Amount: Sublimit for Jewelry, Fine Arts, etc: Sublimit for Office Equipment, Sports, etc: Sublimit for Computers, Collectibles, etc: Sublimit for Bicycles, etc:

FZG. 4/4

Liability Coverage

RETURN TO TOP • General Occurrence Limit: 300,000 Number of RV's:

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**CMP Quoting** 

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Mar Locations

testing don I glick testing don I glick # 0010 a Glegar **Liability Details** 

\* Required fields

TEST 1

**New Quote** 

I jability Classifications

* Sq Ft: 25000	urch Building Including * Sq Ft of Church:	Church Office Building	ounds How Many? 1 ▼	* Sq Ft:  Mothers Day Out Rated as  Nursery  # of Students:  * Sq Ft:  Medical Sublimit (\$): Same as Policy Med Sublimit  Include Students?  # of Students:	Retail * Sq Ft:	ft Shop	Pantry * Sq Ft:	Church * Sq Ft:
			Ŀ	e as Policy Med Sublimit				

FIG. 4I

10/24/2000 6:38 PM

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	1									
* How Many? 1 v	* How Many? 1 ▼	* Sq Ft:	* Acres:	* Sq Ft:	* Linear Ft:	* Linear Ft:	* Sq Ft:	* Acres:	* With Swimming 0	* Total Cost (\$):
Dwellings - One-Family - Lessors Risk	Dwellings - Two-Family - Lessors Risk	Apartment, Tenement, Boarding Or Rooming Houses	Cemeteries Off Premises	Non-Owned Parking Lot	Vacant Land - Less Than 5 Acres	Vacant Land - 5 Acres Or	Building Or Premises - Commercial Lessor's Risk	Real Estate Development Property	Lakes Or Ponds	Construction Operations -

#### Other Liability Coverages

Parsonage - No Charge (No Charge)	(No Charge)
Fire Legal (over \$100,000)	* Liability (\$): 100000 (enter total liability amount)
Nonowned Property Damage (\$100,000 minimum)	* Liability (\$):
Special Events Non-Reporting	Exposure: Moderate 🔻
Noncourt Monte of Mehicle	Sublimit (\$): Same as Policy Occur Sublimit
	Include Rental Liability/Physical Damage? Yes 🔻

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# https://www.brotherhoodmutual.com/Integro/quotework.n...Detail?OpenForm&unid=F9D35A4AEAA4664B0525696E0054B487

	Sublimit (\$): 300,000 ▼
	Does applicant currently have a screening program in place? No ▼
Sexual Misconduct	Screening Credit (%): N/A value Employment-related Sexual Harrassment and Sexual Acts Liability (BGL-861)?
	N/A ▼
	Sublimit (\$): Same as Policy Occur Sublimit •
Clergy/Lay Counseling	*# of Clergy: 3
	*# of Trained Lay 6 Counselors:
	Same as Policy Occur Sublimit 🔻
Fee-Based Counseling	* Coverage Type: - Select -
	Average Weekly Hours: 0 to 20 🔻 *# of Counselors: 0 🔻
Religious Communications/Activities	(Flat charge)
Directors and Officers	Sublimit (\$): Same as Policy Occur Sublimit (*): Assets - Select - (Millions):
Employee Benefits	(Flat charge)
	Sublimit (\$): Same as Policy Occur Sublimit ▼ * Deductible (\$): -Select - ▼
	1. Does the applicant consult an attorney for employment γes ▼
Employment Practices	2. Does the applicant plan to terminate any officers, employees No ▼ or positions within the next 24 months?
	3. In the past 5 years have any incidents occurred, claims been No ▼ made or suits filed against the applicant involving alleged: discrimination, wrongful termination, breach of contract, or sexual harrassment?
Discrimination Coverage	rage (Flat Charge)
Defense Reimbursement (Flat Charge)	(Flat Charge)

10/24/2000 6:38 PM

1	Incidental Broadcasting (Flat Charge)	blimit (\$): Same as Policy Med Sublimit ▼  Lablimit \$): Same as Policy Occur Sublimit ▼  Lablimit \$): 200,000 ▼	<b>o</b> ,	Religious Operations Athletic Medical Wage Loss Reimbursement Nurse's Professional Pesticide Application Construction Supervision Incidental Broadcasting
	C. T. H. Bornett (Elot Chows)	A GOT OT NGILTSO	(riai Uilaiyo)	Clergy Death Benefit
Incidental Broadcasting (Flat Charge)			(Flat Charge)	onstruction Supervision
Construction Supervision (Flat Charge) Incidental Broadcasting (Flat Charge)	onstruction Supervision (Flat Charge)	olimit \$): 200,000 🔻	S	Pesticide Application
Pesticide Application  Onstruction Supervision (Flat Charge) Incidental Broadcasting (Flat Charge)		olimit \$): Same as Policy Occur Sublimit	S	Nurse's Professional
			(Flat Charge)	
(Flat Charge) (Flat Charge) (Flat Charge)	(Flat Charge)	limit (\$): Same as Policy Med Sublimit ▼	Sul	Religious Operations Athletic Medical
(Flat Charge) (Flat Charge) (Flat Charge)	(Flat Charge)			

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testing don I glick testing don I glick # 0010

500

Liability IRPM (%): 0 Property IRPM (%): 0 Rated CMP Quote

EDIT QUOTE I APPLY IRPM I

CONVERT TO APP

FIG. 5A

Insurance Proposal for Test 2

#### **Brotherhood Mutual Insurance Company** Ministry First Insurance Proposal

Quote #: 95304

Prepared for: TEST 2

Printed: 10/17/2000 10:11 a

Agency Number: 0010

Agent Name: 0 - TESTING DON L ZZ GLICK

Brotherhood Mutual Ins. 3434 Kirkland Ave.

Fort Wayne, IN 46805 219-482-8668

Comments:

FORT WAYNE, IN 46803

456 SPRING STREET

Risk Type: Church

Township/F.D.:

State: 13

County: ALLEN

3-Year Fixed: N

	Adj Premium	IRPM	Net Premium
(\$500 Deductible) Property	1342	0	1342
Liability :	1037	0	1037
Totals :	2379		2379

## **Building/Personal Property Specifications**

Personal Property: 4% per year

Auto Increase - Buildings: 4% per year

Coverage Format: Scheduled Values

F74 5B

Insurance Proposal for Test 2

Loc #: 1 - 456 SPRING STREET Inside City Limits?: Y County: ALLEN Fire Territory: 1 ISO Protection Class: 8		Township/Fire District: Subscribe to Fire District?: N/A EC Territory: 1 Special Perils Territory: A	: N/A	
Special Load?: Y Building #:1-CHURCH		Coinsurance % : 100%		
•				ノイダーノ
Construction(s) : *Frame Brick: Sprinklar? : Inder 60%		Total Sq. Ft. : < 15		
Largest Open Area : N/A		Year Built:		
Open Sided? : <b>N</b>		Mine Subsidence? : N		
Alarm Protection? : N		Superior Roof?: N		
Alarm Type? : <b>N/A</b>				
Earthquake Coverage?: N				
Loc/Bidg Coverage	Repl Cost?	Net Rate	Risk Amt	Net Premium
Plon Eiro/Vandalism	; } }	0.116	\$500,000	280
מומל - ו ויכו למווממווטוו	· >	0.059	\$500,000	295
	- >	0.015	\$500,000	9/
Bidg - Spec Perils Incl. Lileit	- >	0000	\$500,000	19
Bidg - Automatic increase	- >	0.141	\$75,000	106
Pers Prop - Fire/Vandailsm	- >	0.159	\$75,000	44
Pers Prop - EC	- >	0.057	\$75,000	43
Pers Prop - Spec Perils Incl. Titelt Pers Prop - Automatic Increase	- >-	0.000	\$75,000	4
-	Policy Coverage Options	age Options		
	Repl Cost?	Net Rate	Risk Amt	Net Premium
\$500 Deductible	)    -  -	0.000	C G	-150
Fidelity Bond		0.000	92,300	
Prop Protector+ & Ordinance And Law Endorsement -	nt -	0.000		162
	טטא	0000	\$575,000	163

\$575,000

0.000

200

Coverage System Equipment Breakdown

**General Liability** 

# of Full-time employees 3 Size Category: Low Activities to Sq Ft Ratio: Low

# of Part-time 1 employees Liability Territory: 1

Limits of Liability

Each Occurrence: 1,000,000

Medical Payments (per person): 5,000

General Aggregate: 3,000,000

Liability Classifications

Church:

Other Liability Coverages

Special Events Non Reporting:

Nonowned/Rented Vehicle:

# of Days: 1 to 21

Screening Program ? N Clergy/Lay Counseling:

Sexual Misconduct:

# of Clergy: 2

Religious Communications/Activities:

Directors & Officers:

Assets: 0 - 3M

Discrimination Coverage:

Defense Reimbursement:

Religious Operations Athletic Medical:

Wage Loss Reimbursement:

Clergy Death Benefit:

Sq Ft: 12000

Exposure: Moderate

Sublimit: Policy Limit

Sublimit: 300,000 Include Rental Liability/Physical Damage? Y

Screening Credit: 0

Sublimit: Policy Limit

Flat Charge

# of Lay Counselors:

Sublimit: Policy Limit

Flat Charge Flat Charge

Sublimit: Policy Med Limit

Flat Charge

Flat Charge

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|--|

Church

Class

Church Church

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V C	12 000	) )  -		12,000				_	<del>-</del>	~	-	2	_	-	~	<b>~</b>		-	<del>-</del>	
	Net Rate Exposure Amil	2.030	8.404	0.960	8.282	13.576	50.019	22.736	31.830	22.140	175.000	19.394	12.929	109.133	14.222	000.00	6.465	53.833	7.380	36.000
Liability Details	Coverage	BI/PD	BI/PD Operations	Med Payments	Med Operations	Dratect Dies	דוטופנו דומס													

SPECIAL EVENT

Church Church

-- End of Quote --

DISCRIMNATION

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Rent VEH PHYD Rent VEH LIAB N/O VEH LIAB

DEFENSE COST

ATHLETIC LIAB

CLERGY DEATH

WAGE LOSS

RELIG ATH MED

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NAME AND ADDRESS OF THE PARTY O		•	66
A CONTRACT OF THE PROPERTY OF	* Required fields	0   0	* Sub-Agent #:
	General Information	<ul><li>Mortgagees, Loss</li></ul>	Payees & Additional

Quote # 95305

Territory: N/A

Policy State: IN

#### **Submission Status** Building & Coverages

Property Coverages

Insurance History

Insureds

\* Agent Name: TESTING DON L ZZ GLICK

Issue Replacement Issue New

CMP #:

Quote #: 95305

(ММ/ДДУУУУ)

Policy Effective Date: 10/04/2000

#### Account Information

 Liability Coverages Clergy Coverages ▶ File Attachments

Inland Marine

Schedules

\* Denomination / Association Affiliation:

· Enroll in Group? Yes Partnership Group #:

909

Include Headquarters as Additional Insured? Yes

▶

(Primary risk name

* State:	(Billing name and address required if other than insured)	State:	▼ Not-for-profit ▼ Years at this location:	RETURN TO TOP
* Mailing 910 W. CHURCH Address:     * City: FORT WAYNE  * Zip Code: 46805	Bill to: Insured ▼ (Billing name	Billing Address: City:	CMP Billing Mode: Annual  Legal status of Applicant: Corporation  * Year founded: (YYYY)  Risk Type: Church with Both	Comments:

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#### CMP Application

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### TEST 3 - Quote # 95305

## **Errors for General Information**

You have omitted some important information on the General Information page. You may either return to the page now to fill out the information or you may continue and return at a later time. You will be required to complete this information before you can submit this application.

Click here to go back to the General Information page --> Go Back

Click here to continue and come back later --> Continue

	- 17 <b>C</b>
Missing Fields	Other Errors
* Denomination * Year Founded	
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CMP Application   Stippe =   Ouote # 95305
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Mortgagees, Loss Payees, & Additional Insureds Type: Mortgagee \* Name: 650 Building & Coverages

Property Coverages

Insurance History

New Entry

Payees, & Additional

Liability Coverages

Inland Marine

Schedules

Clergy Coverages

File Attachments

	* State:	
* Address:	* City:	* Zip Code:

Describe property under the lien or subject to additional insured coverage: Loan number:

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You did not enter an Insured name.	This lienholder will not be saved.	Click cancel to
continue editing this document.		

OK

Cancel

FIG. 6E



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CMP Application

testing don I glick testing don I glick # 0010

Quote # 95305

Policy Number

#### CMP Application

Actions to Supplemental Forms \* Required fields

Insurance History TEST 3 General Information Payees, & Additional Mortgagees, Loss Insureds

Insurance History

\* Insurance Company

(inception - expiration)

**Policy Term** 

Property Coverages

Building & Coverages

Inland Marine Schedules Liability Coverages

Clergy Coverages

File Attachments

Premium quoted (\$): 6366 Current CMP premium (\$):

6,366.00 Premium desired from Brotherhood Mutual (\$):

Please list any other policy numbers with Brotherhood Mutual:

F. I. G. G. F.

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od Mutual Appl
Brotherhood

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#### Fraud Statement

Brotherhood Mutual Insurance Company relies on the information provided in this application and supplemental coverage request forms to determine whether a proposal or policy will be issued and at what premium level. Any person who knowingly and with intent to defraud an insurance company, files an application for insurance containing any materially false information, or concealing any material information, will be subject to any and all applicable civil, criminal, and contractual penalties.

			PETURN TO TOP	
			(MM/DD/YYYY)	
II, alla collinaciaal pollarisco:	* Person interviewed:	Title:	* Date:	

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#### CMP Application

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### TEST 3 - Quote # 95305

## **Errors for Insurance History**

You have omitted some important information on the Insurance History page. You may either return to the page now to fill out the information or you may continue and return at a later time. You will be required to complete this information before you can submit this application.

Click here to go back to the Insurance History page --> Go Back

Click here to continue and come back later --> Continue

Missing Fields	Other Errors
	* At least one previous insurance company must be provided * Loss History must be provided - either indicate no losses by marking the None checkbox or provide details of loss

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#### CMP Application

Simplemental Forms CMP Application

\* Required fields

**Property Coverages** TEST 3 General Information Payees, & Additional Mortgagees, Loss

Insurance History nsureds

Property Coverages

Building & Coverages

inspection?

Inland Marine Schedules Liability Coverages

Clergy Coverages

▼ File Attachments

2

Quote # 95305

ž

Do any buildings contain objects (boilers) requiring state Did the insured reject Equipment Breakdown Coverage?

JSCHOOL - Loc 1 Bldg 2 If yes, please indicate which buildings: \_ICHURCH - Loc 1 Bldg 1

Title: Contact name:

Person to contact for inspection-

Phone number:

Inland Marine Coverages

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CMP Application

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Quote # 95305

 Required fields General Information Mortgagees, Loss

TEST 3

**Building Information** 

Pavees, & Additional

Insureds

Occupancy: CHURCH - Loc 1 Bldg 1

Building **Building Class:** Church

Limit (\$): 1,500,000.00

■ Building & Coverages

910 W. CHURCH

- CHURCH **■** SCHOOL

Property Coverages

Insurance History

250,000.00 Contents

Address: 910 W. CHURCH

\* State: IN

\* City: FORT WAYNE \* Zip Code: 46805

Owner/occupant Interest in Building:

If landlord, describe occupancy of tenant:

 Liability Coverages Clergy Coverages

 Inland Marine 3452 N. WELLS

00%

Schedules

File Attachments

1

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\* Number of Fire Extinguishers:

▼ Wood Burning Stove Report ဍ Wood-burning Stove?

10/19/2000 3-32 PM

Security Alarm Systems

The second secon		
Extent of Protection:	* Response Time (Guard or Police):	
Protects all exterior openings Protects all ceilings - floors- and walls	Does not exceed 15 minutes (A) Does not exceed 20 minutes (B)	
Interior sound / motion detectors or beams Protects only doors with contacts	Does not exceed 30 minutes (C) N/A	
* Type of Protection:		
Local (Loud sounding outside alarm) Central station alarm company (24 hours) Auxiliary to attended police station Watchman on duty afterhours		
Does central station alarm company have keys to insured's property?	to insured's property?	<del></del> 1
Is there a maintenance contract for regular inspection and service of the alarm?	pection and service of the	
Frequency of service:		<b>-</b>
Fire Alarm Systems Type of Alarm:	lf building is sprinklered:	
✓ Manual pull station	✓ Water flow alarm ✓ Low water pressure alarm	
Heat	☐ Gate valve supervision	
* Type of Protection:		
Local (Outside alarm) Central station alarm (24 hours) Muxiliary to attended fire / police station Watchman on duty afterhours		
Extent of property protected by fire alarm:		% r
Does central station alarm company have keys to insured's property?	s to insured's property?	F] [
Is there a maintenance contract for regular inspection and service of the alarm?	spection and service of the	F
Frequency of service:		$\neg \mid$

10/19/2000 3:32 PM

FIG. 7B

## **Property Survey and Pictures**

You may attach the property survey and/or pictures of this building here:

Files attached so far: None

Type in name of file to attach or use browse button for assistance.

If you need to attach more than one file, Click here after filling in the file name above for each file.

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FIG 7C

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**CMP Application** 

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CONPAPPINICATION | | Supplemental Forms |

Actions .

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SUBMIT

#### TEST 3 - Quote # 95305

## Errors for Building & Coverages

You have omitted some important information on the Building & Coverages page. You may either return to the page now to fill out the information or you may continue and return at a later time. You will be required to complete this information before you can submit this application.

Click here to go back to the Building & Coverages page --> Go Back

Click here to continue and come back later --> Continue

Missing Fields	Other Errors
* Number of Fire Extinguishers * Security Alarm Response Time * Security Alarm Type of Protection * Fire Alarm Type of Protection * Extent of property protected by fire alarm	

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CMP Application

Supplemental Ferns | Francis Actions

CMP Application

General Information Mortgagees, Loss

\* Required fields TEST 3

Quote # 95305

Payees, & Additional

nsureds

**Building Information** 

Insurance History

Occupancy: SCHOOL - Loc 1 Bldg 2

Building Class: Classroom

Building & Coverages ▶ Property Coverages

910 W. CHURCH

**●** CHURCH SCHOOL

Limit (\$): 750,000.00

225,000.00 Contents

Address: 910 W. CHURCH

\* City: | FORT WAYNE

\* State: IN

E

Interest in Building: Owner/occupant

\* Zip Code: 46805

Liability Coverages

Inland Marine

Schedules

3452 N. WELLS

Clergy Coverages

File Attachments

If landlord, describe occupancy of tenant:

**1** 

**\( \)** 

\* Number of Fire Extinguishers:

▼ Wood Burning Stove Report Wood-burning Stove? No

FZ4 75

**Property Survey and Pictures** 

You may attach the property survey and/or pictures of this building here:

Files attached so far: None

Type in name of file to attach or use browse button for assistance.

If you need to attach more than one file, Click here after filling in the file name above for each file.



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### TEST 3 - Quote # 95305

You have omitted some important information on the Building & Coverages page. You may either return to the page now to fill out the information or you may continue and return at a later time. You will be required to complete this information before you Errors for Building & Coverages can submit this application.

Click here to go back to the Building & Coverages page --> Go Back

Click here to continue and come back later --> Continue

	Orona monto
Missing Fields	
* Number of Fire Extinguishers	

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FIG. 74

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FZ4. 8A

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\* Required fields

General

Quote # 95

		Sub-T		Sub-T		Sub-T		Sub-T	
	Select New Schedule Type: Scheduled Misc Property   *	Value \$	2.	Value \$	3.	Value \$	4.	Value \$	5.
Information	Mortgagees.	Payees, & Additional Insureds	Insurance History	► Property Coverages	Coverages	Marine Schedules	<ul> <li>Liability</li> <li>Coverages</li> </ul>	<ul> <li>Clergy Coverages</li> </ul>	Attachments

88

1 of 3

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**CMP Application** 

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Quote # 95305

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CMP Application

Suppersons

General Information

TEST 3

\* Required fields

Payees, & Additional Mortgagees, Loss

Insureds

Liability Coverages

Insurance History

The following information is required to complete the liability coverages requested on the quote:

Directors and Officers \* How many board members are on the governing

Building & Coverages Property Coverages

Inland Marine Schedules

Does the board provide direct or indirect oversight to

lacksquare

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any other organizations or entities?

RETURN TO TOP

Clergy Coverages

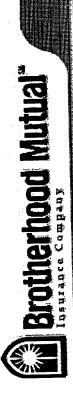
Liability Coverages

File Attachments

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FIG. 9A

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## TEST 3 - Quote # 95305

# **Errors for Liability Coverages**

You have omitted some important information on the Liability Coverages page. You may either return to the page now to fill out the information or you may continue and return at a later time. You will be required to complete this information before you can submit this application.

Click here to go back to the Liability Coverages page --> Go Back

Click here to continue and come back later --> Continue

Other Errors		ntal Forms I Actions
Missing Fields	* Number of board members	

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General Information

Payees, & Additional

nsureds

Mortgagees, Loss

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General Information	* Required fields Quote # 95305	5
Mortgagees, Loss ayees, & Additional	Clergy Information	
sureds Insurance History	r Jewelry, Fine Arts, etc:	
Property Coverages	L US Maii	
Building & Coverages	Online Schedule Inland Marine Schedule	
Inland Marine schedules	Sublimit for Office Equipment, Sports, etc: Attach scanned image	
Liability Coverages	US Mail	
Clergy Coverages	C. Online Schedule Inland Marine Schedule	
_		

Property Coverages

Insurance History

Liability Coverages

Inland Marine Schedules Clergy Coverages

File Attachments

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	[	<b>•</b>		العداد والمستدان المستدان			The section of the control of the co		
	The state of the s	Type: Additional Insured							
	Additional Interest	Type:	Name:	i	•	Rep. mahay Milanda	Address:	City:	Zip Code:
ŀ	Additic								

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	_	RETURN TO TOP	
Loan number:	Describe property under the lien or subject to additional insured coverage:		Service   Actions

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## **CMP Application**

## TEST 3 - Quote # 95305

## **Errors for Clergy Coverages**

You have omitted some important information on the Clergy Coverages page. You may either return to the page now to fill out the information or you may continue and return at a later time. You will be required to complete this information before you can submit this application.

Click here to go back to the Clergy Coverages page --> Go Back

Click here to continue and come back later --> Continue

Missing Fields	Other Errors
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Cledy Name	be provided
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## **CMP Application**

Supposedal Forms CMP Application

\* Required fields TEST 3 General Information

Quote # 95305

ADD ENTRY

Payees, & Additional Mortgagees, Loss nsureds

File Attachments

Property Coverages Insurance History

**Brief Description of files:** 

Building & Coverages

Inland Marine

 Liability Coverages Schedules

Clergy Coverages

File Attachments

Type in name of file to attach or use browse button for assistance.

If you need to attach more than one file, Click here after filling in the file name above for each file.

■ New Entry

Comments

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CMP Application

testing don I glick testing don I glick # 0010

Quote # 95305

Actions CATEVATITE Supplemental Forms

■ Church Profile 国

\* Required fields

TEST 3

Liability Risk SurveyII

Property Risk Survey

▶ School/Day Care Profile ®

Average worship attendance this year: Church Profile (Primary Risk)

Average worship attendance last year:

\* Number of weekly worship services and regularly scheduled meetings and events:

Estimated current year budget:

Seating capacity of sanctuary / auditorium:

Suburban

Ministry setting:

Average number of junior / senior high youth active in weekly programs:

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Church Authority

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## CMP Application

## TEST 3 - Quote # 95305

## **Errors for Church Profile**

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Click here to go back to the Church Profile page --> Go Back

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	Other Brore
Missing Fields	
* Number of weekly worship services & events	
* Church government * Major decision-making authority	
* Pastor authority	

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## **CMP Application**

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Quote # 95305

## ▶ School/Day Care Profile ® Church Profile ℝ

Property Risk Survey

■ Liability Risk Survey B

\* Required fields TEST 3

Does the applicant have a safety/risk management policy for their premises and activities? Liability Risk Survey

▶ <u>8</u>

## General condition of premises:

Are all the floor surfaces in good condition, free from tripping / slipping hazards?

Are all the stairways in good condition and well lit?

Are there solid handrails for all the steps and stairways?

Is there a formal snow and ice removal plan for lots and walkways?

Are all the buildings equipped with emergency lighting that activates during power

Are all the exit doors equipped with panic hardware and unlocked during occupancy?

**> >** Yes Yes Yes Yes Yes ŝ

# Current exposures on owned or leased premises:

(Check all that exist)

\_\_ None of the exposures below exist on premises

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Elevators/escalators/lifts	Section of the sectio		
Baptistry	Lake or Pond		
Playgrounds with equipment Type	Thrift shops		
equip:	Food banks		
Outdoor athletic fields/courts	Certified life guards		
lype.	Animals kept on premises		
Capacity:	Type:		
Indoor gymasium	Goods - services - food sold Describe:	<u> </u>	
Weight training equipment	Goods manufactured for sale	ale	
Trampolines	I Radio / TV broadcasts		
Stages (2 ft. or nigner)	Describe:	,	
Do outside groups use the premises on a recurring basis?	a recurring basis?	ON ON	
List the groups:			
~/*		1. Ľ	
Is written use of the premises agreement required?	ıt required?	No	
If yes, how will a copy be provided? N/A	N/A		
* Is there any overnight sheltering permitted on any owned premises?	litted on any owned premises?	- Select -	
If yes, please describe:			
r = V Anne Mi			
Any there any parking lots on the owned premises?	d premises?	Yes	
Describe the parking lot surface:		Paved ▼	
Any parking lots separated from premises by a public roadway?	es by a public roadway?	► ON	
Are all the parking lots well lit?		N ON	

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# Please describe any other exposures on the owned premises:

Exposures from sponsored activities:

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(Expected next 3 yrs)
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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           Camps owned or operated:
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                                                                                                                                                                                                                                                                                                                                                                                                   Any other sports league participation?
                                                                                                                                                                                                                                                                                                                                                                                                                                                             Group trips at more than 50 miles distance:
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   Estimated number per year:
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                                                     Snowmobiling trips:
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Describe:	yrs 🗀	camp weeks per year:	(Expected next 3 yrs) (Expected next 3 yrs)	of non-members to or Last 3 yrs Next 3 yrs from activities:	eling building projects: Last 3 yrs Next 3 yrs	unteer labor involved? ☐Last 3 yrs ☐Next 3 yrs	le general contractor? ☐ Last 3 yrs ☐ Next 3 yrs	g demolition projects? Last 3 yrs Next 3 yrs	RETURN TO TOP
Describe	Summer camping	Estimated number of camp weeks per year:	Estimated number of participants per year:	Programs providing transportation of non-members to or from activities:	Any New / remodeling building projects:	Any Volunteer labor involved?	Are you or will you be the general contractor?	Any Building demolition projects?	

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## TEST 3 - Quote # 95305

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Missing Fields	Other Errors
	* Indicate if overnight sheltering permitted

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## TEST 3

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## Application Status is Draft

- ► Submit Application Edits application for completeness, then, if it passes the edits, submits the application to the home office for processing. Once the application is successfully submitted, it can no longer be edited on the Web.
- application to the home office. This is a useful function to perform prior to printing a copy Edit Application - Edits application for completeness but does not submit the of the application for review by the applicant.
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supplemental priority data sheet PTO/SB/028 attached hereto.

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As a below named inver	lor, I hereby declare that:							
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## **DECLARATION**

## ADDITIONAL INVENTOR(S) Supplemental Sheet Page 1 of 2

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Daryl G.	$\sim$		) / /Pa	nnabeck	er			,		
Inventor's Signature	Day 3	lan					10/39 Date			
Residence: City	Leo,	State	IN	Country			Citizen	ship U	's	
Post Office Address	14723 Bobcat Ca			_						
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City	Leo,	State	IN	<b>2</b> 1P .	16765	Country				
Name of Additio	onal Joint Inventor, if	any:	Ţ	A petiti	on has been file	d for thi	s unsig	ned inv	entor	
Given Na	ame (first and middle (if a	ny])			Family Nar	me or S	umame			
Tammy E.				Shopher						
Inventors Signature	Daniny E. S	Shepher	d	pii-1		-	10/3	2/00		
Residence: City	Ft. Wayne,	State		Country			Citize		US	
Post Office Address	6534 Midfield Drive									
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Michael I.			All	ison						
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Inventors Signature	Hohwa	A	ult	<del>)</del>	7		/	1930/0	0	
Residence: City	North Manchester.		are IN		Country			Citizensh	ip (	US
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inventor's Signature								Date		<u> </u>
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## **REGISTERED PRACTITIONER INFORMATION** (Supplemental Sheet)

Name	Registration Number	Name	Registration Number
John F. Hoffman	26,280		MATHORI
Anthony Niewyk	24,871		
Edward J. Prein	40,181		
Michael D. Smith	44,326		
Michael D. Schwartz	18,778		

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